

Glider Assembler Frequently Asked Questions:

Q: What is an exempt glider?

A: A glider vehicle with an engine that is exempt from current Greenhouse Gas regulations. Such glider kits must be built by a qualified Glider Assembler or Glider Vehicle Manufacturer.

Q: How does a glider assembler qualify to build exempt gliders in 2018?

A: To build exempt glider vehicles, the glider assembler must qualify for a small business exemption, and must have been paid to assemble one or more gliders in 2014. An assembler does not qualify if they only assembled vehicles for their own use.

- Requirements for obtaining a small business exemption are outlined below.

Q: What is needed to apply for the Small Business Exemption Certification?

A: The glider assembler should contact their EPA Designated Compliance Officer to determine exact requirements for the exemption. The list below is the type of information that may be needed. Please consult your attorney should you have any questions about the interpretation and application of the regulation.

- State that the glider assembler qualifies as a small business per 13 CFR §121
 - o The glider assembler is classified as Heavy Duty Truck Manufacturing NAICS Code 336120 Subsector 336 - Transportation Equipment Manufacturing Per 13 CFR §121.201.
- Provide the current number of employees.
 - o In order to qualify, total must be below 1,500 employees.
- Provide the number of employees for the past three years.
- Annual U.S. production volume (and sales, if different) for calendar years 2010 through 2014.
 - o Sales include vehicles they were paid to assemble for others.
- Describe the ownership structure.
 - o Who owns the company and percent ownership.
- The model year that exclusion request applies.
- Signed by a company official.
- Please note that you must request this exclusion every calendar year.
- The contact at EPA is:

Stephen Healy
 Mechanical Engineer
 EPA OTAQ Compliance Division
 Diesel Engine Compliance Center
 734-214-4121
Healy.stephen@epa.gov

Contact

Q: What are the production limits for exempt gliders in 2018?

A: Each assembler is limited to their highest annual production volume from 2010 to 2014, up to a maximum of 300.

Q: What if the glider assembler does not qualify to build exempt gliders?

A: The regulations require that the completed glider vehicle meet the same regulatory requirements of factory complete vehicles. Peterbilt will work directly with the glider assembler to fulfil these increased obligations.

TRUCK SALES BULLETIN

**SUBJECT: GLIDER KIT ORDER REQUIREMENTS****DATE: 05/30/17**
TSB: # 17-69

As previously announced in TSB 16-84, the Environmental Protection Agency (EPA) and National Highway Traffic Safety Administration (NHTSA) implemented build quantity limitations for Glider Kits and completed Glider vehicles with the 2017 Phase 2 requirements of the Greenhouse Gas Standards for Medium- and Heavy-Duty Engines and Vehicles. In 2017, Peterbilt successfully met the needs of our customers while maintaining compliance with these new regulations.

Starting in 2018, additional certification requirements will take effect for glider assemblers wishing to build exempt gliders. In order to build exempt gliders, the glider assembler:

1. Must qualify for a Small Business Exemption in accordance with NAICS code 336120. The glider assembler must contact their EPA designated compliance officer to determine exact requirements for the exemption. The attached Frequently Asked Question document contains a list of typical information that may be required by the EPA designated compliance officer. The EPA approved exemption document must be provided to Peterbilt ahead of order request.
2. Must have assembled at least one glider vehicle for profit in calendar year 2014
3. Will be limited in the number of glider vehicles they may produce to the lesser of 300 units or their maximum annual build between calendar year 2010 and 2014.

A full list of frequently asked questions regarding these regulations are attached and can be found on the Regulatory page in the Truck Sales tab of EPortal.

Peterbilt has scheduled a webinar for Thursday, June 1, 2017 at 10:30 AM CST to explain the new restrictions, modifications to the ordering process, and other assembly requirements. To register for this event, please visit the Dealer Training site in EPortal or visit www.peterbilt-training.com.

As Glider Kit regulations become increasingly restrictive over the next several years, we encourage you to continue educating your customers on the proven performance, reliability and reputation of Peterbilt's Model lineup including the Traditional Model 389, the aerodynamic Model 579 and the Model 567 and Model 567 Heritage Edition. These Models are a great fit for customers who want that legendary Peterbilt look and feel. We also want to encourage you to educate your traditional kit customers on the benefits of our 2017 emissions MX engines delivering technology optimized performance, lower weight and improved fuel economy while achieving EPA emission requirements. Customers who purchase these Models receive the best of both worlds, with iconic style and optimized performance.

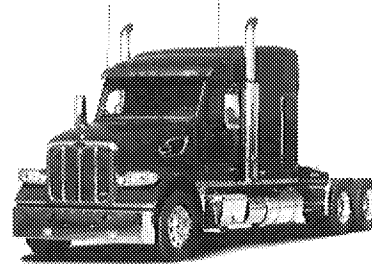
Traditional Model 389



Aerodynamic Model 579



Model 567 Heritage Edition



[2018 Glider FAQ](#)

Please complete in blue ink.

Stephen Healy
EPA OTAQ Compliance Division
Diesel Engine Compliance Center
Healy.Stephen@epa.gov

Re: Model Year [Enter Model Year] Request for Small Business Exemption as a Glider Vehicle Assembler

[Enter Assembler Name] certifies that it qualifies as a small business per 13 CFR 121 and is classified as Heavy Duty Truck Manufacturing NAICS Code 336120 Subsector 336 – Transportation Equipment Manufacturing per 13 CFR 121.201.

Glider Vehicle Production

Year	Assembled	Sales (if different)
2014		
2013		
2012		
2011		
2010		

Based on the information provided above, our maximum annual exempt glider vehicle production for this model year is _____.

Employees

Year	Quantity
Current	
Current – 1	
Current – 2	
Current – 3	

Ownership Structure

Owner	% Ownership

I attest that [Enter Assembler Name] is not affiliated with any other company.

Please confirm that this request is acceptable and that [Enter Assembler Name] has met all the requirements for the small business exemption as a glider vehicle assembler. Thank you for your assistance.

Signature of Company Official

Title

Date

Address / E-mail / Phone if not printed on company letterhead: